

Dear Property Owners of The Water's Edge,

As many of you are aware, I started developing The Water's Edge community in 1984, with an initial vision of having the most premier waterfront community on Smith Mountain Lake. Over the past 36 years, my company has developed hundreds of properties in the community that include single family lots, townhomes and condominiums. I put my heart and soul into this community over the years to make sure that your real estate investment here has been protected.

Owner-developers of most communities tend to make a quick transition of developer rights to property owners; typically, this occurs when a certain number of properties are sold or within a certain time frame. The developer rights are then assigned to a Property Owners' Association once those thresholds are met. When I started The Water's Edge development it was rare to have a POA in place other than for a multi-family community.

Over the past year, The Willard Companies has been engaged in discussions with the current voluntary HOA at The Water's Edge about making this transition now, before a potential sale of the Club. We feel that now, prior to a transfer of the Club to new ownership, is the perfect time for property owners to assume some responsibilities of the community's maintenance costs. These items include utility costs for street lights, mowing of roadside not attached to Club property, architectural review and upkeep of boat storage area.

As part of our negotiations with the current HOA, The Willard Companies has agreed to donate 2.36 acres at the boat storage area to the new Property Owners' Association. In addition, I have offered to have The Willard Companies continue to offer architectural review services for the new POA in sections 1-8 as part of the transition.

I do wish I had had the vision early on to have a POA in place when I first started developing the community, but I never imagined I would still be assuming all maintenance responsibilities for the entire community 36 years later. With very good potential that the Club may be sold in the near future, these items need to be resolved before a new owner takes over the Club.

I strongly encourage you to consider being a part of the new POA at The Water's Edge community for a nominal yearly fee. Being a part of a Property Owners' Association not only protects your real estate investment, but it also provides you with a powerful voice in Franklin County.

I appreciate all the years of support from the community and look forward to the new POA continuing to hold the high standards that we have put in place for many years to come.

Sincerely,

Ronald L. Willard
President
The Willard Companies